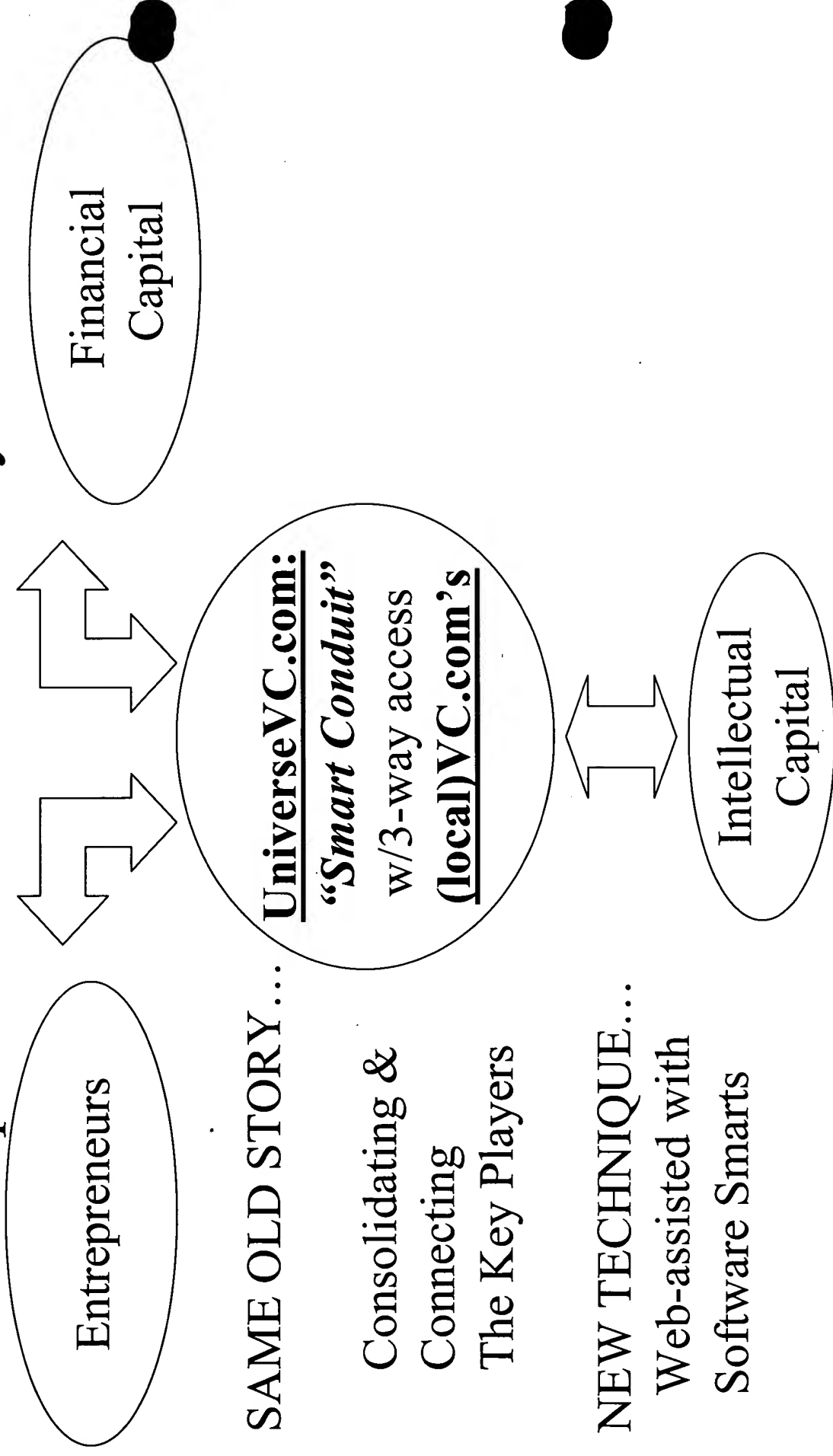


Figure 1.

# Model.

## Entrepreneurial/VC Community Center



SAME OLD STORY...

Consolidating &  
Connecting  
The Key Players

NEW TECHNIQUE...  
Web-assisted with  
Software Smarts

4/12/01

Draft/Confidential Property of  
UniverseVentureCapital.com

FIGURE 1A.

TECHNOLOGY

# User System

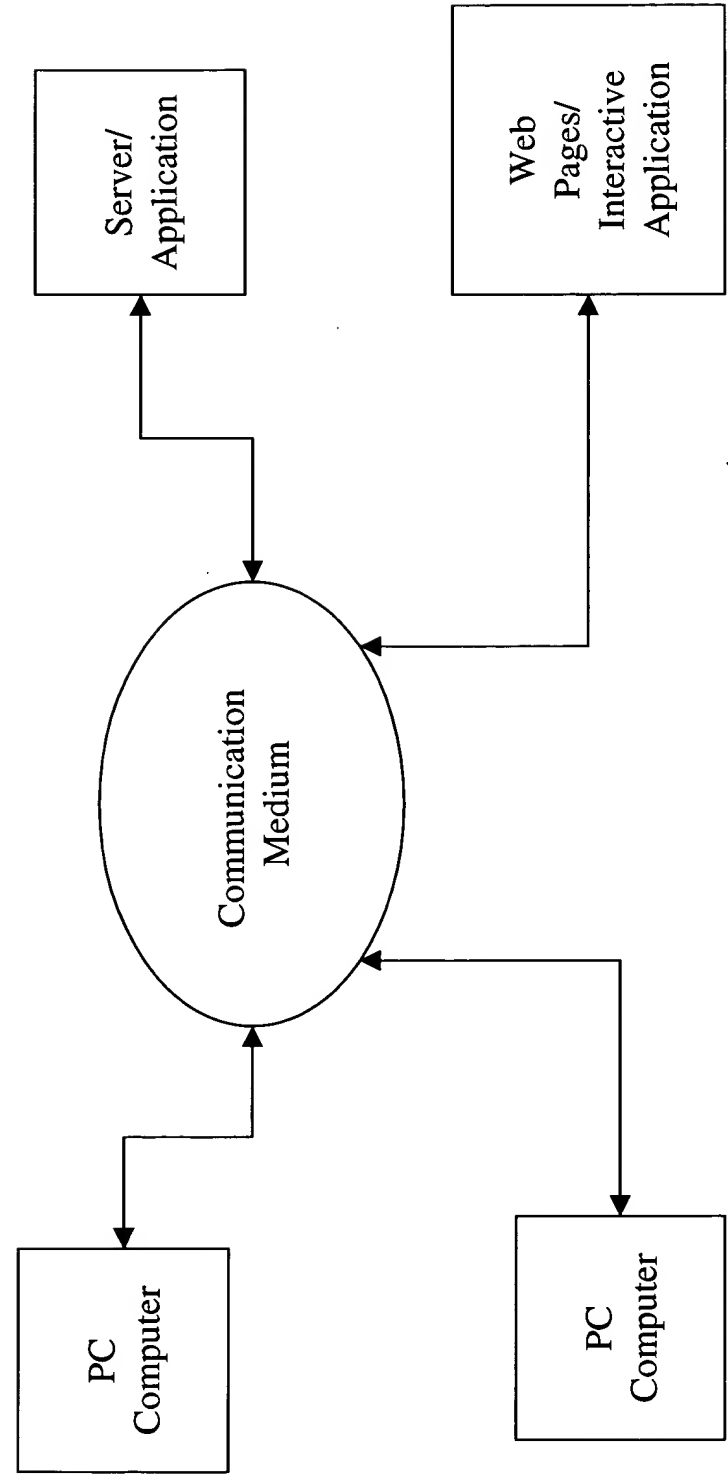
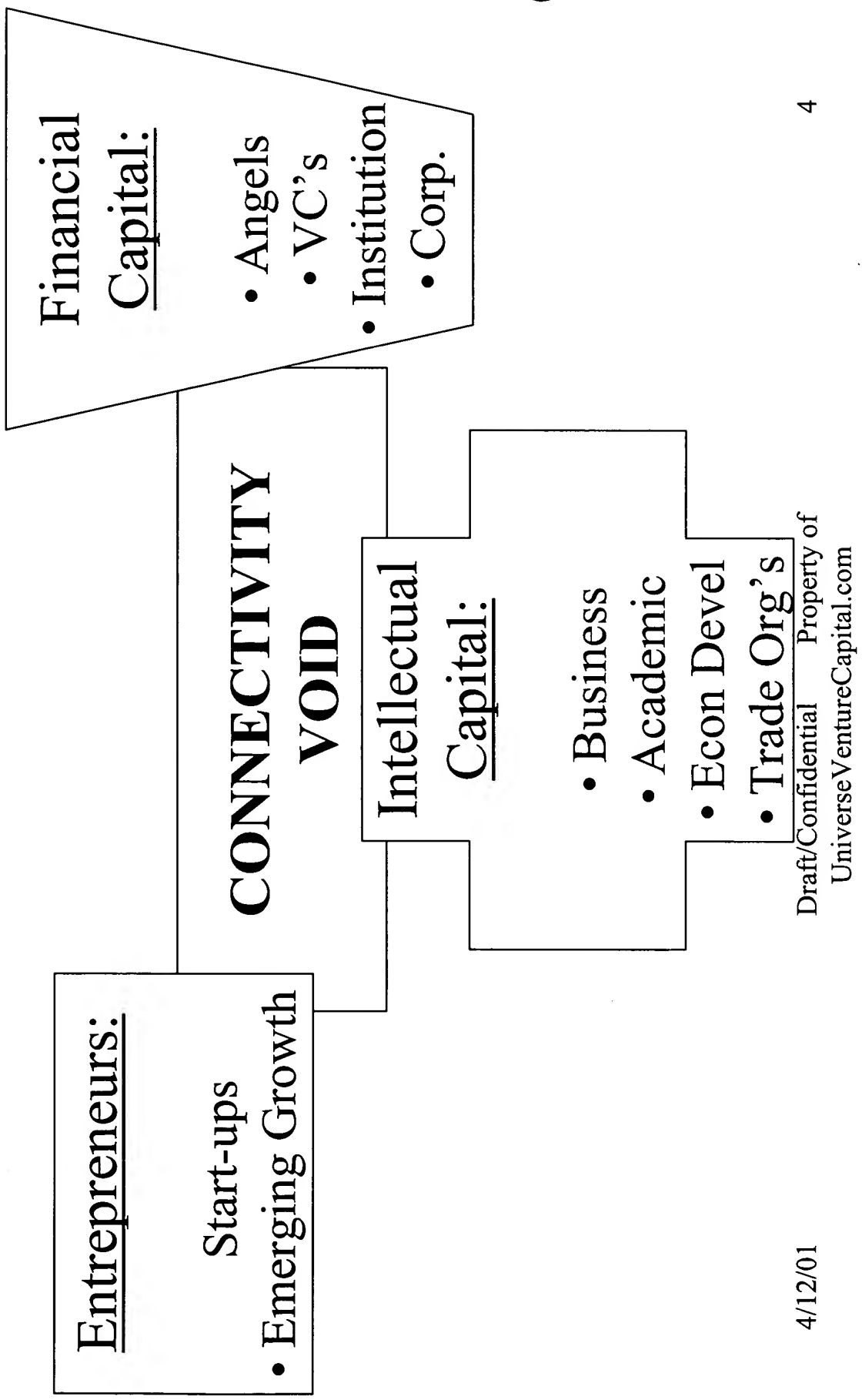


Figure 2.

U N I V E R S I T Y O F T E X A S A T A U S T I N

# Problem



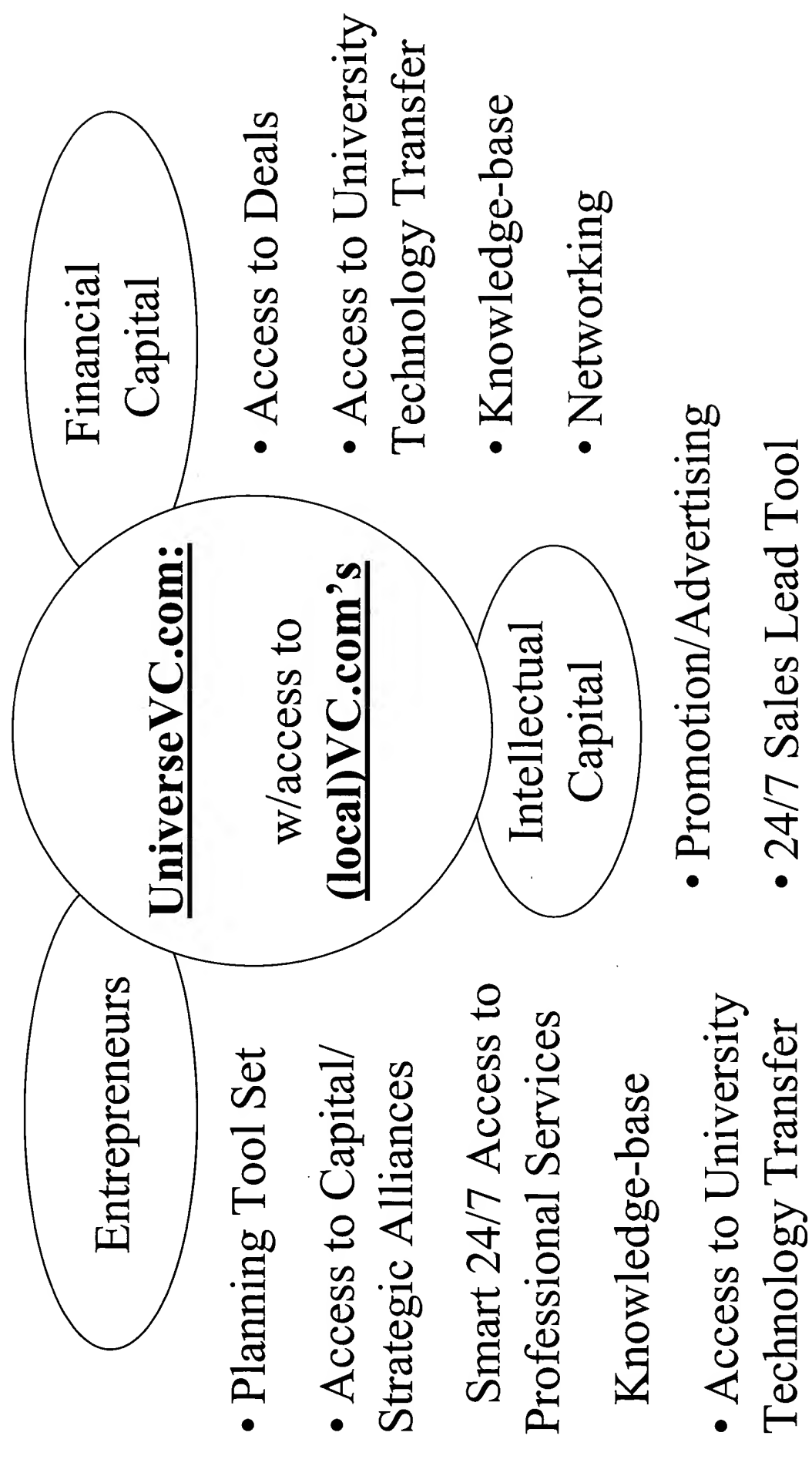
# SOLUTION

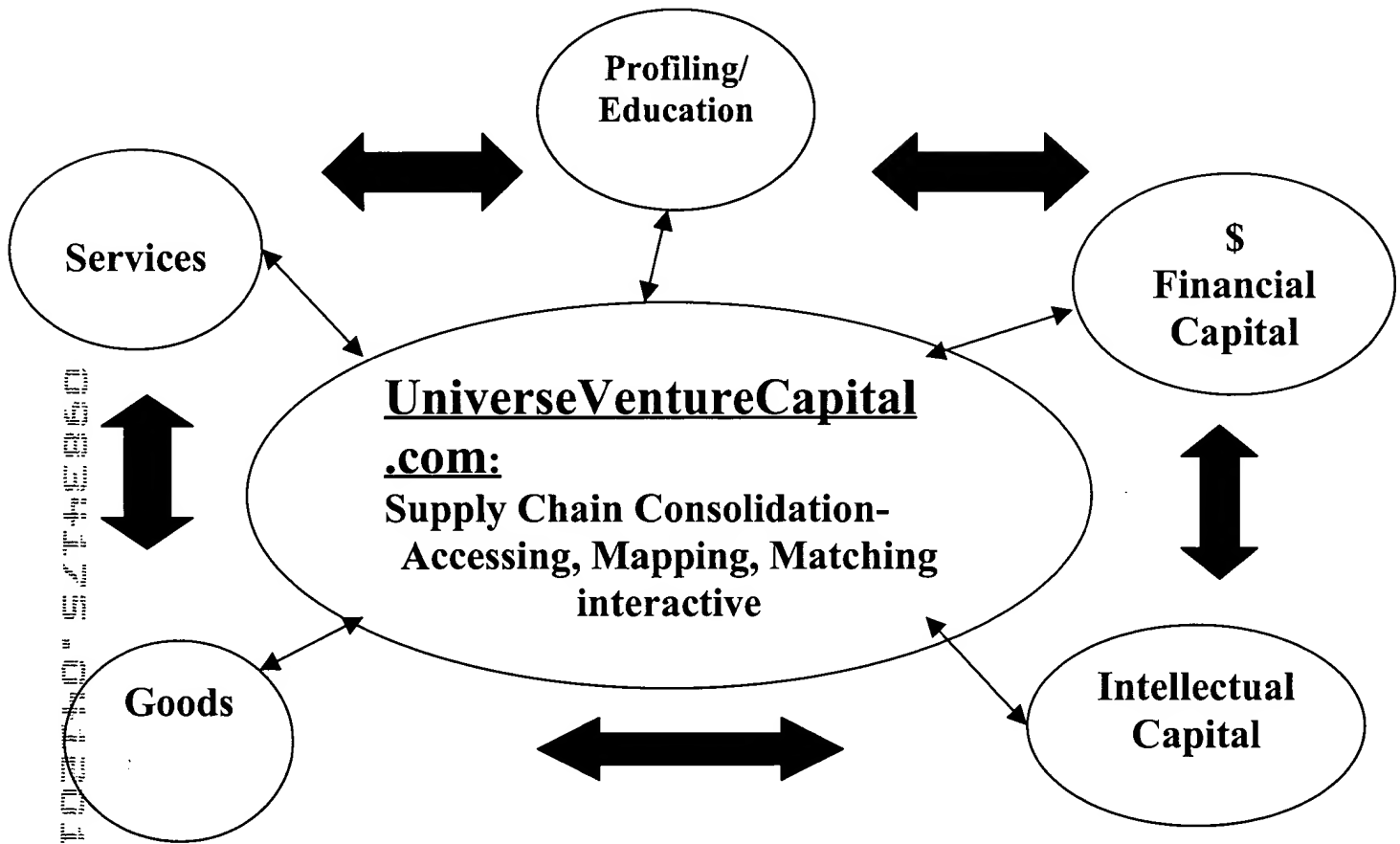


**Local  
Entrepreneurial  
Community  
needs a “Beacon” !**

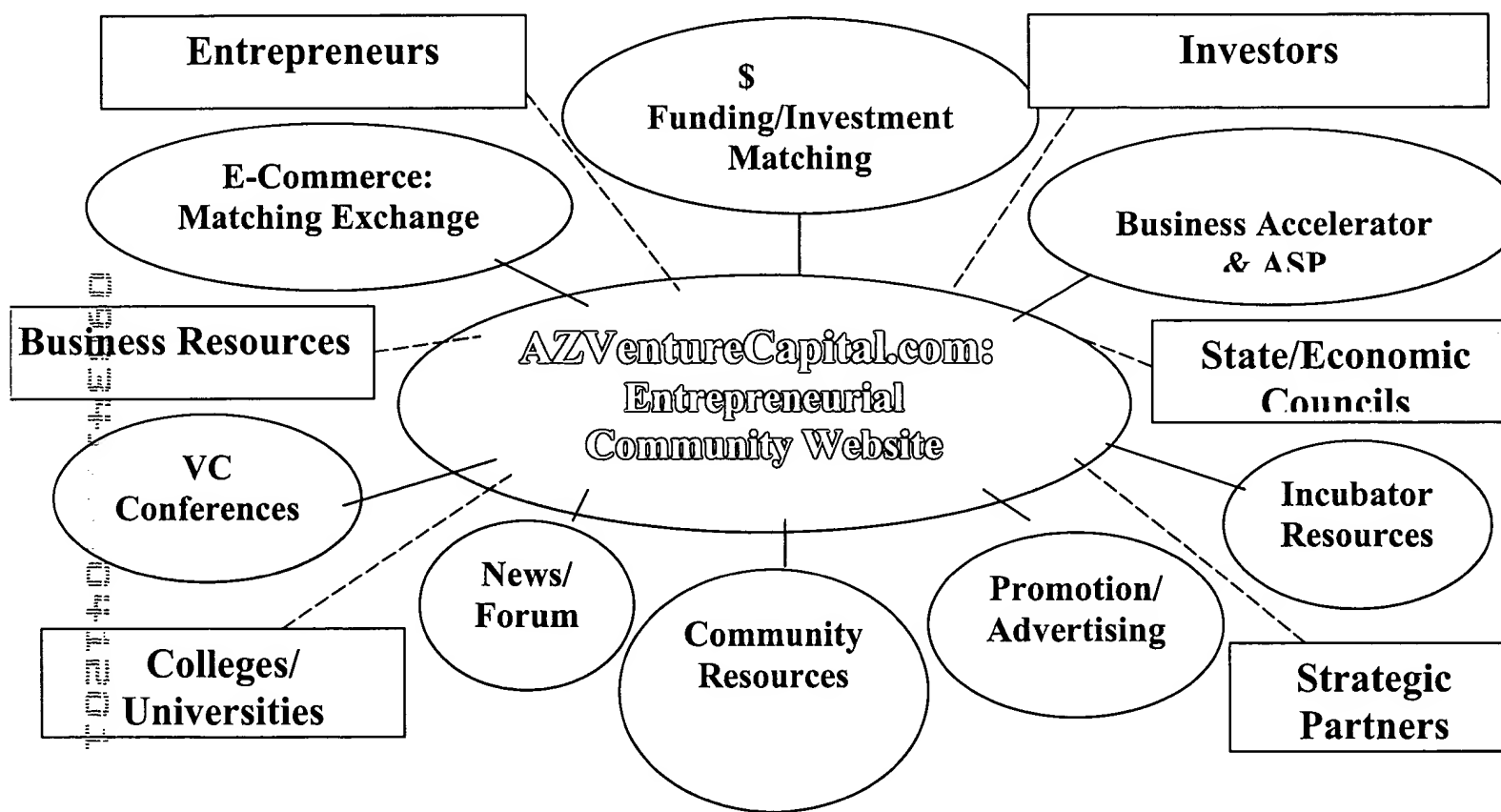
**Entrepreneurial Community  
Commerce  
Center**

# Business Applications



**“Entrepreneurial/Venture Capital Community Supply Chain”**

## “Community Website Strategy- Products(red) and Players(gray)”



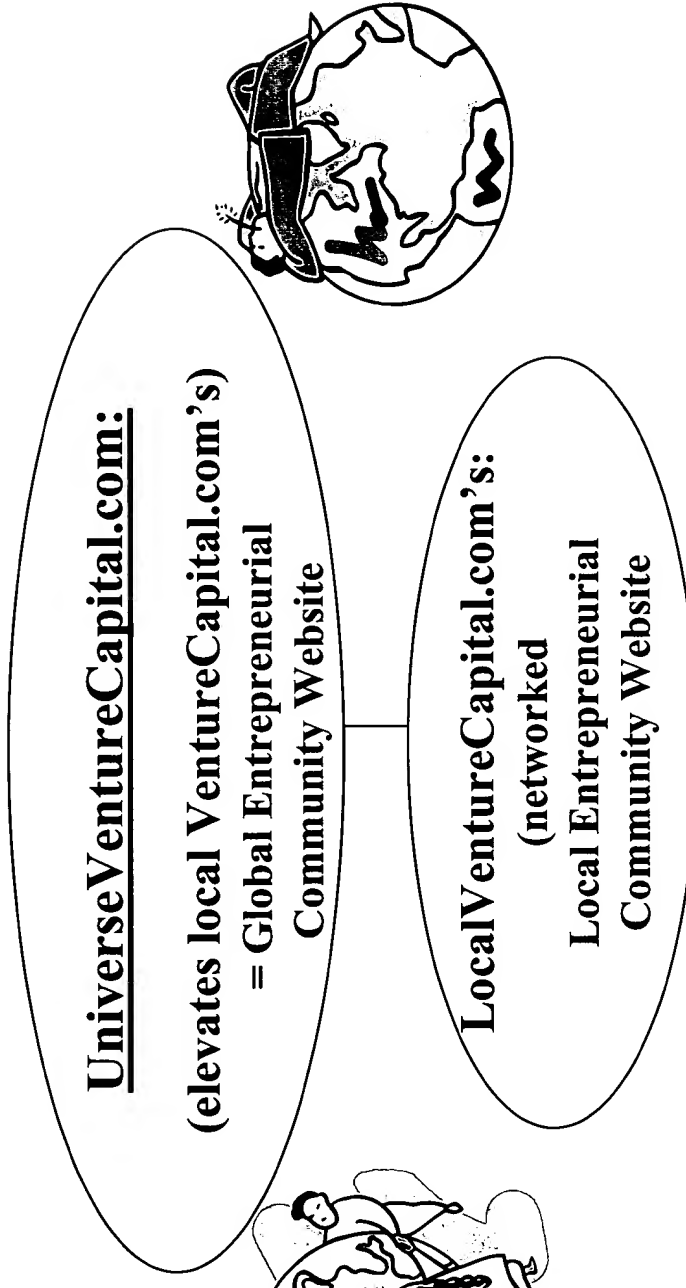
## ABOUT US



- **Company:** info problem product market goals
- **“Connecting Communities”:**

Web application mapped to a new venture acceleration workflow process acting across global/national/state/metro economies

- Company
- Community
- Management/Advisors
- Mission
- Process
- Products
- Services





## ABOUT US



- Company • **Company: info problem product market goals**

- Community

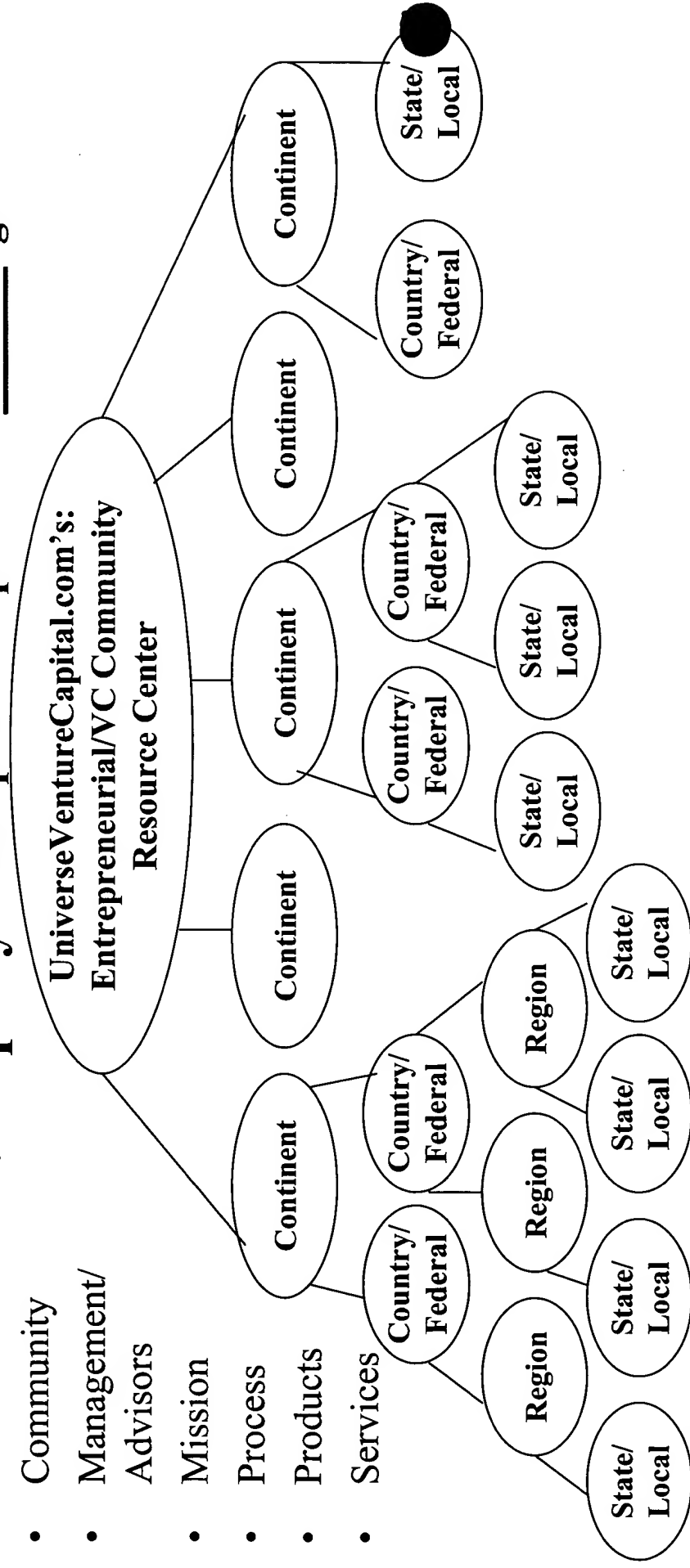
- Management/  
Advisors

- Mission

- Process

- Products

- Services



4/12/01

Draft

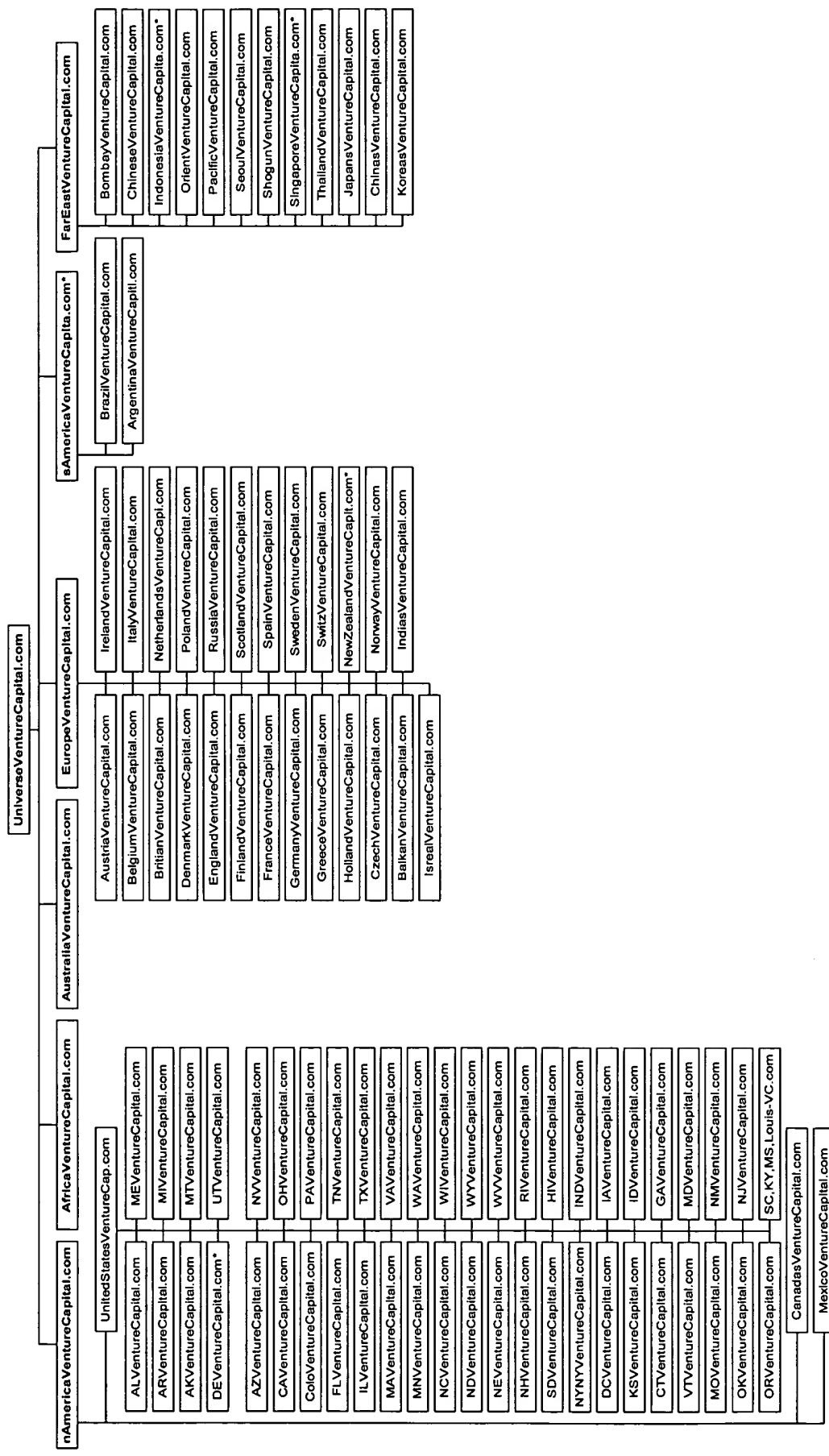
Confidential

UniverseVentureCapital.com

FIGURE 9.

# IP: Domain Inventory


Global VentureCapital.com Domain Names




4/12/01

Draft/Confidential      Property of  
UniverseVentureCapital.com

FIGURE 10.

	<a href="#">Home</a> <a href="#">Community Resources</a>	<a href="#">About Us</a> <a href="#">Local VC Conference</a>	<a href="#">Crown Jewels VC \$ Funding</a> <a href="#">Incubator/Startups</a>	<a href="#">Accelerator/CEO Mentor</a> <a href="#">What's Up?</a>	<a href="#">Community B-B Exchange</a> <a href="#">UVC &amp; Ch...</a>
---	---	---	--	--	---

**WELCOME !**



Welcome on to AZVentureCapital.com

**Search for:**

**Search**

**Back Next**



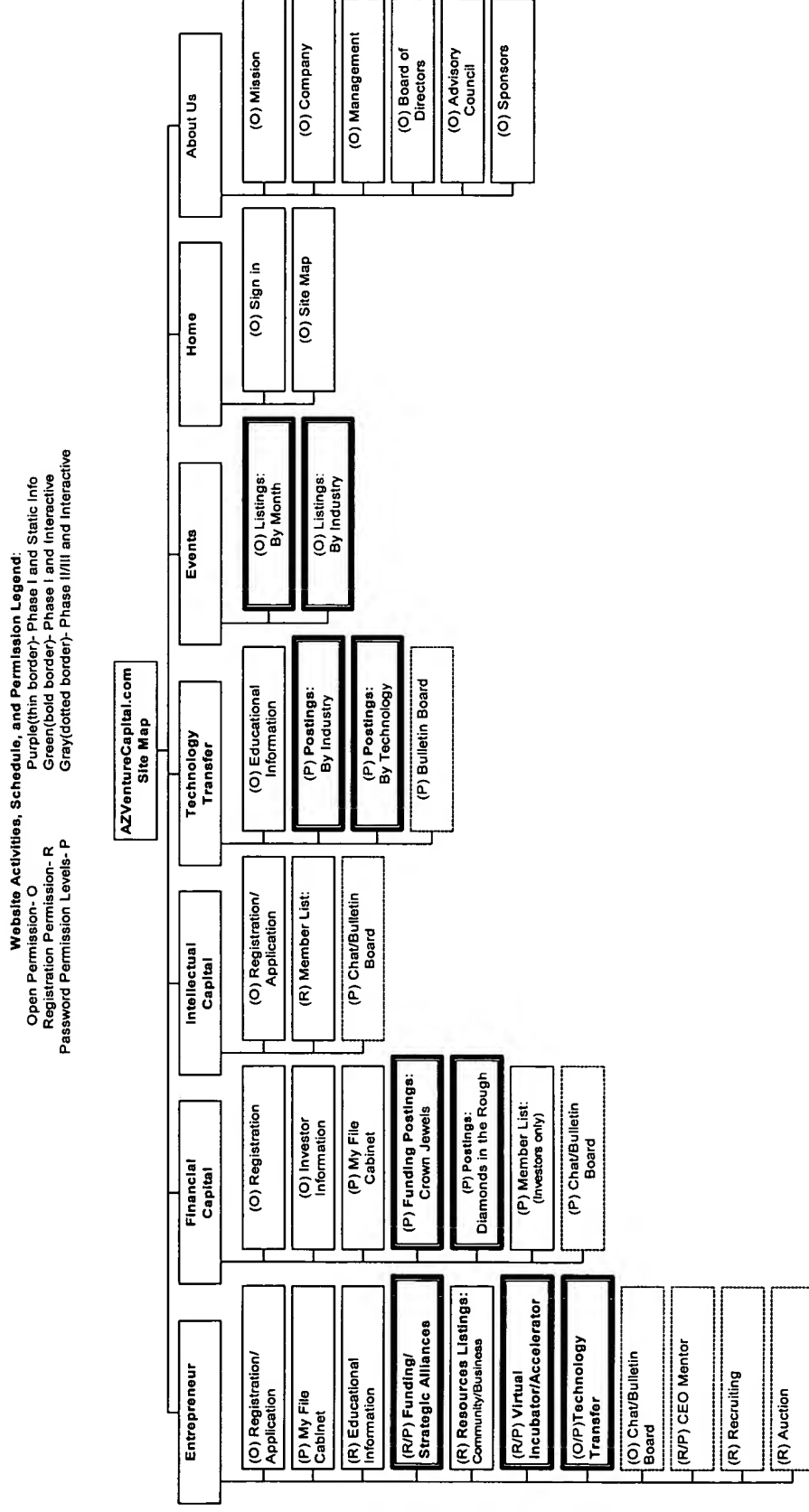



Figure 11.

# UniverseVentureCapital.com Website Mapping



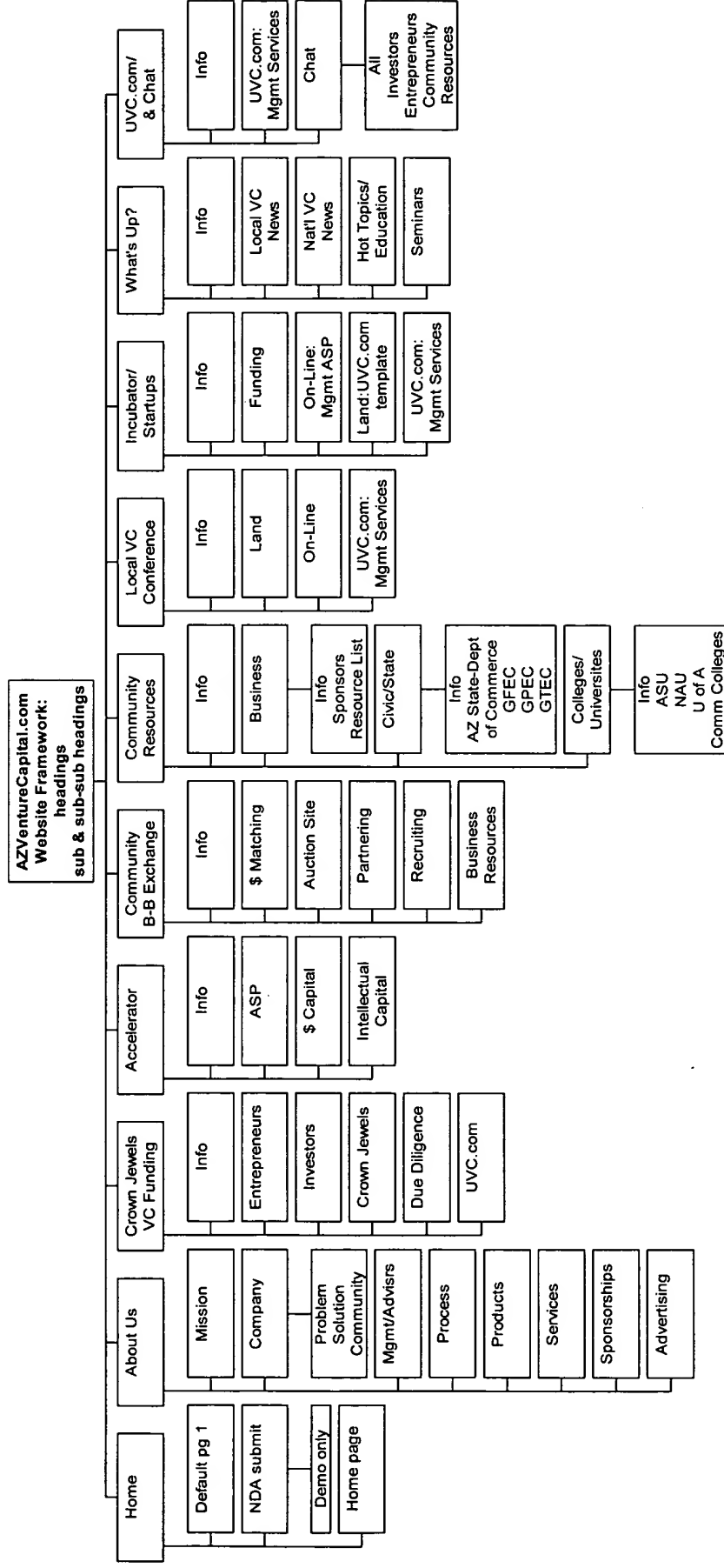
4/12/01

Draft  
AZVentureCapital.com  
Confidential

# UniverseVentureCapital.com

## Website Organizational Chart

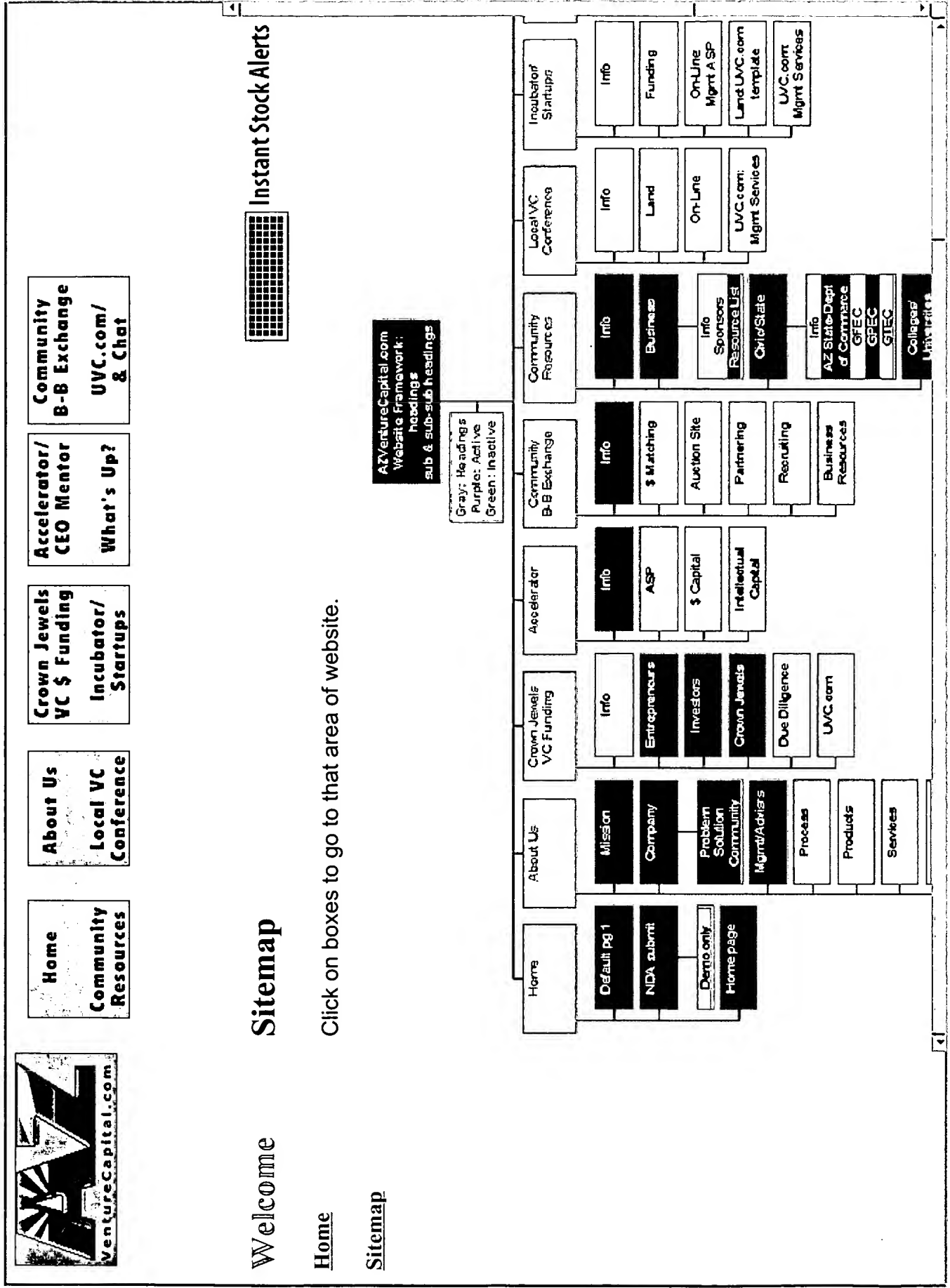
(local community example)



4/12/01

Confidential  
UniverseVentureCapital.com

FIGURE 13.



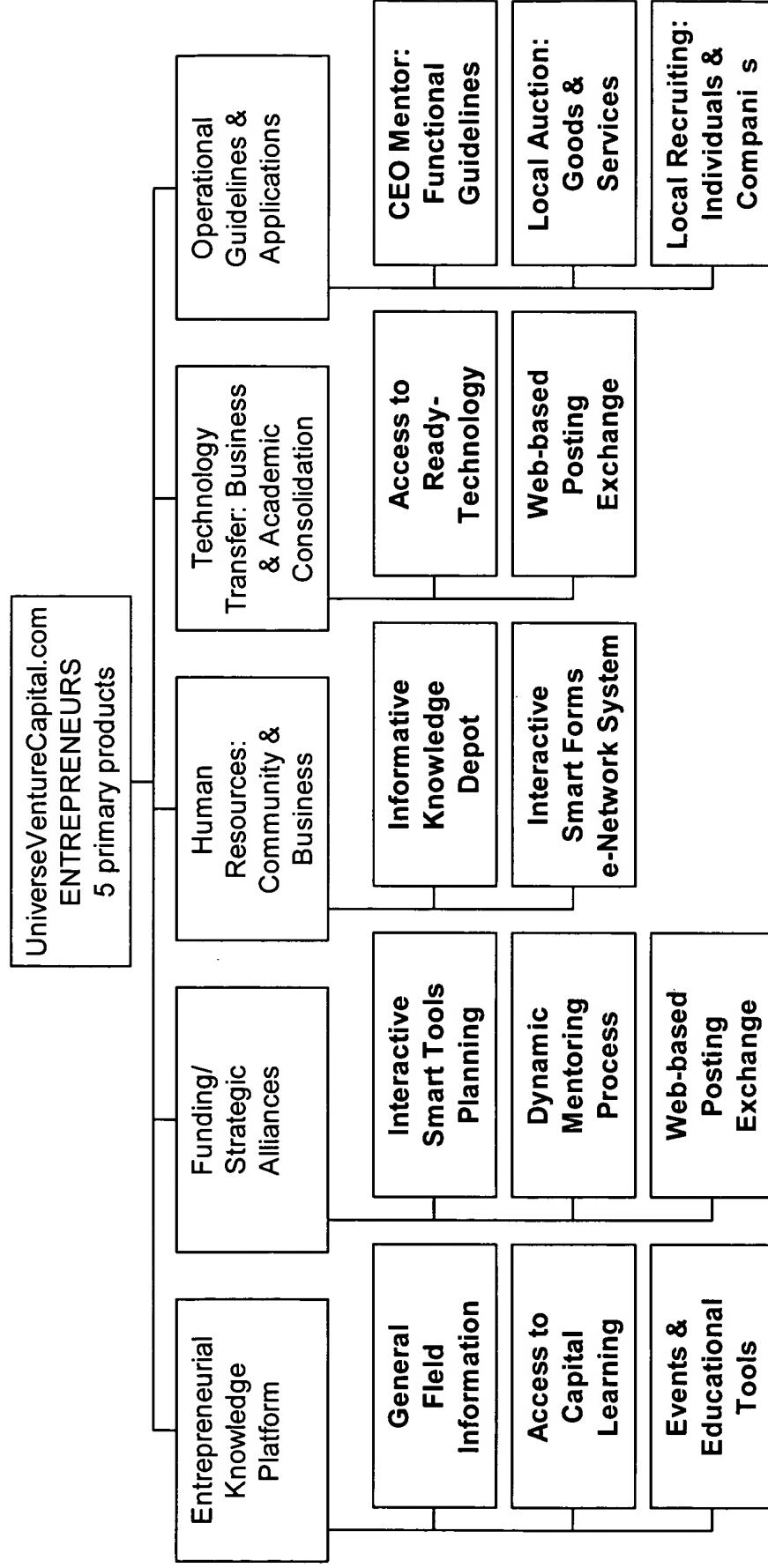
Entrepreneur's Product Suite

# Entrepreneurs.

## Product Tools

(local community example)

Entrepreneur's Product Suite



4/12/01

Confidential  
UniverseVentureCapital.com

# UniverseVentureCapital.com

## Example Template

### Executive Business Summary

(list company name, provide logo if possible)

#### Company and Background

\_\_\_\_\_ (the "Company") was founded in \_\_\_\_\_ (month) of \_\_\_\_\_ (year) and is located in \_\_\_\_\_ (city), \_\_\_\_\_ (state). The Company's is currently in the \_\_\_\_\_ (choose; start-up, **emerging growth**, **middle market pilot launch**, or **full operation**) stage within the \_\_\_\_\_ (choose list; industry type). The Company is \_\_\_\_\_ (choose: **privately-held**, **public**) and has been incorporated as \_\_\_\_\_ (choose; an Arizona, a Delaware) corporation on \_\_\_\_\_ (list; date). The founding member(s) include (list names/titles) \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_.

The Company's core business **description** is to provide (briefly describe market solution in <50 words)

The Company's mission is to (briefly describe <50 words)

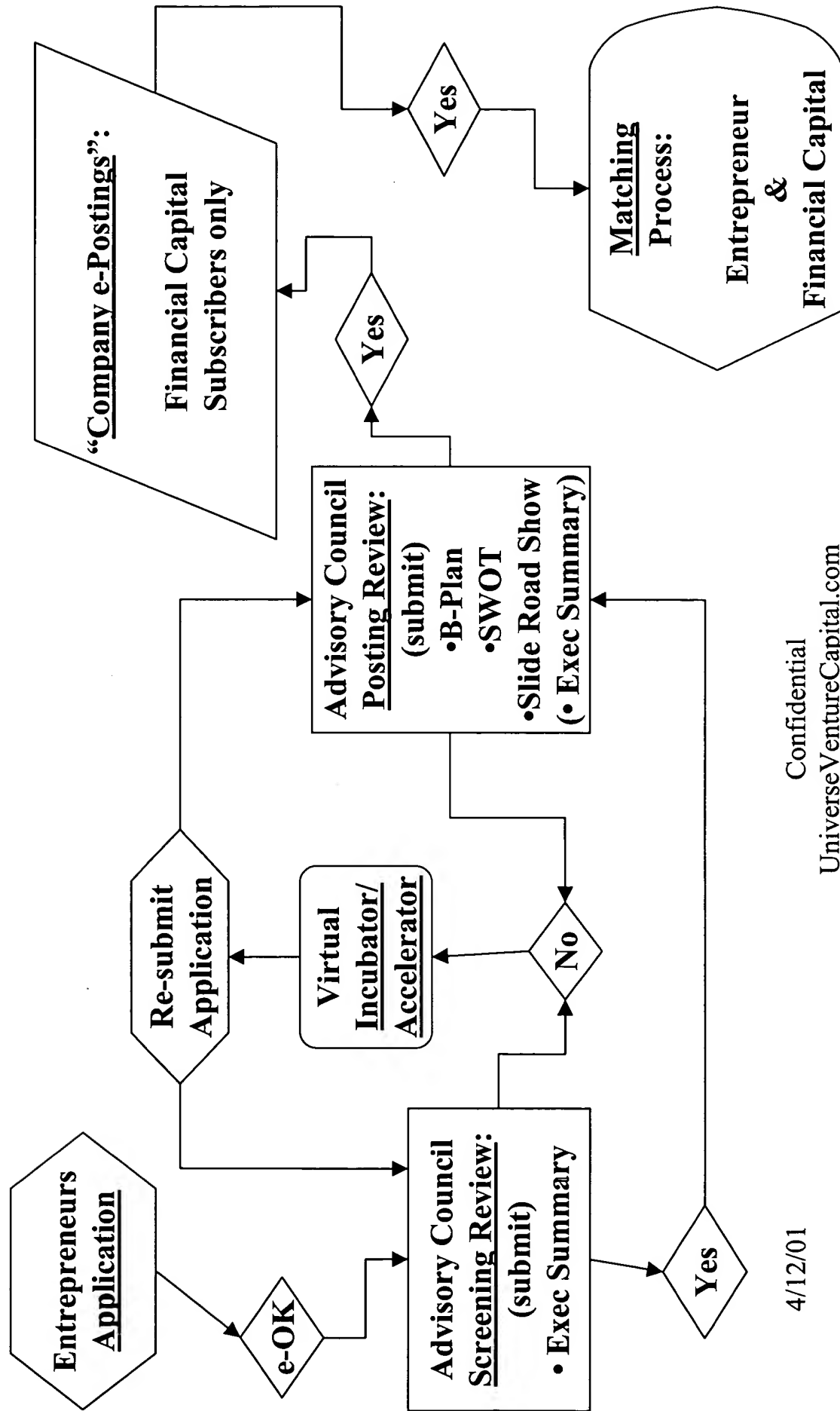
The Company is seeking (choose: outside financial capital, **distribution**, **manufacturing**, **R&D**, **M&A**) primarily due to its strategic plans to \_\_\_\_\_ (choose; incubate, accelerate, **divest**) its business. The **strategy use of the proceeds** will enable the Company to mainly \_\_\_\_\_ (choose; fund, **advance**, **support**, **complete**) \_\_\_\_\_ (choose select; development, operations, sales/marketing, **the sale of the Company**, other description). The Company strongly believes that the capital infusion will provide enough (choose: economic fuel, **beneficial resources**, **win-win opportunities**) to achieve (briefly describe goal(s) <25 words)

**WHY?** The Company's strategic rationale addressing the **WHY** of market problem includes (briefly describe the market problem and **WHY** the Company is planning their strategy <25 words)

**WHY NOW?** Market timing is critical to the success of the Company's strategic solution because (briefly describe the rationale of **WHY** the current timing in the market for the Company's solution is critical to success <25 words)



# Entrepreneurs: Dynamic Mentoring/e-Posting Process



4/12/01

Confidential  
UniverseVentureCapital.com

- Home
- About Us
- Crown Jewels VC & Funding
- Accelerator/CEO Mentor
- Comm B-B Exe
- Community Resources
- Local VC Conference
- Incubator/Startups
- What's Up?
- UVC & Ch

## About Us

### Mission

### Company

- Information
- Problem
- Solution
- Community

### Mgmt/Advisors

### Process

- Access
- Table
- Flow Chart

### Products

### Services

### Sponsorships/Ads

## Management

Management (not illustrated) AZVentureCapital.com's management team brings together a host of talented individuals with significant experience in founding, funding, developing, operating, and exiting entrepreneurial companies... Advisory Councils AZVentureCapital.com's Advisory team includes leading professionals which are active in the Entrepreneurial Community. These prominent individuals provide a comprehensive array of expertise and networks spanning across this entire business sector. Given the anticipated heavy volume of Entrepreneurial Company reviews, two Councils (Screening, Posting) have been created to reduce the burden on these volunteers and better serve the entrepreneurs with a higher quality review process

### Management/Advisors

```

graph TD
    AC["(local)VentureCapital.com  
ADVISORY COUNCIL"]
    SC["Screening Council"]
    PC["Posting Council"]
    VC["Venture Capital"]
    LDC["local Dept Commerce"]
    BR["Business Resource"]
    NEC["New Economy Co."]
    VC2["(local)VC.com"]
    ANG["Angel"]
    ENT["Entrepreneur"]
    UNIV["University"]
    M["(local)VC.com Member"]
    A["Angel"]
    B["Banking"]
    U["University"]
    V["Vi"]
    IN["In"]
    V2["Vi"]
    BUS["Bus"]

    AC --- SC
    AC --- PC
    SC --- VC
    SC --- LDC
    SC --- BR
    SC --- NEC
    PC --- VC2
    PC --- ANG
    PC --- ENT
    PC --- UNIV
    M --- VC
    A --- LDC
    B --- BR
    U --- NEC
    VC2 --- V
    ANG --- IN
    ENT --- V2
    UNIV --- BUS
  
```

Search

Back Next

# Entrepreneurs: Virtual Incubator/Accelerator Process (Interactive e-Network System)

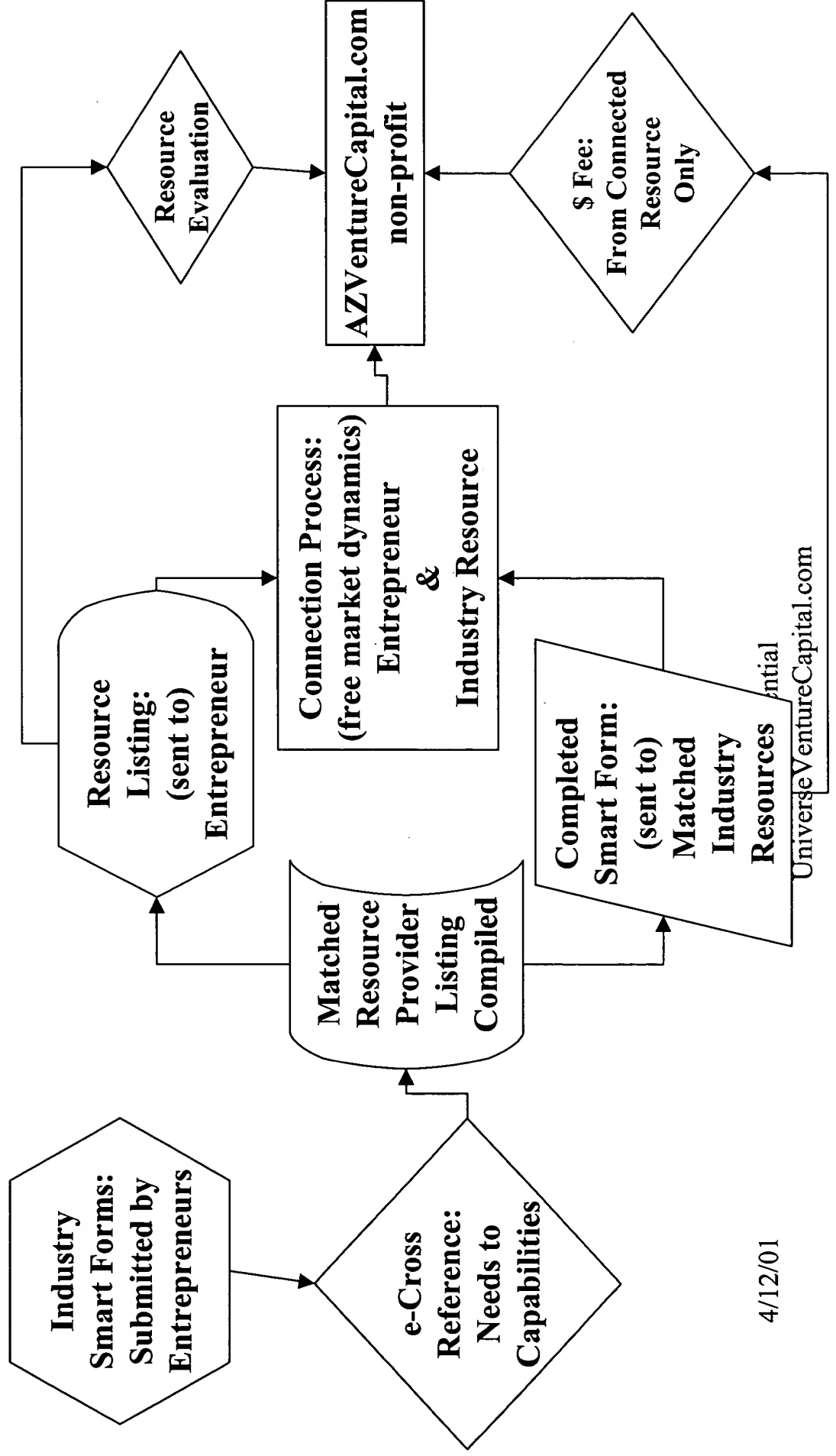


FIGURE 19.

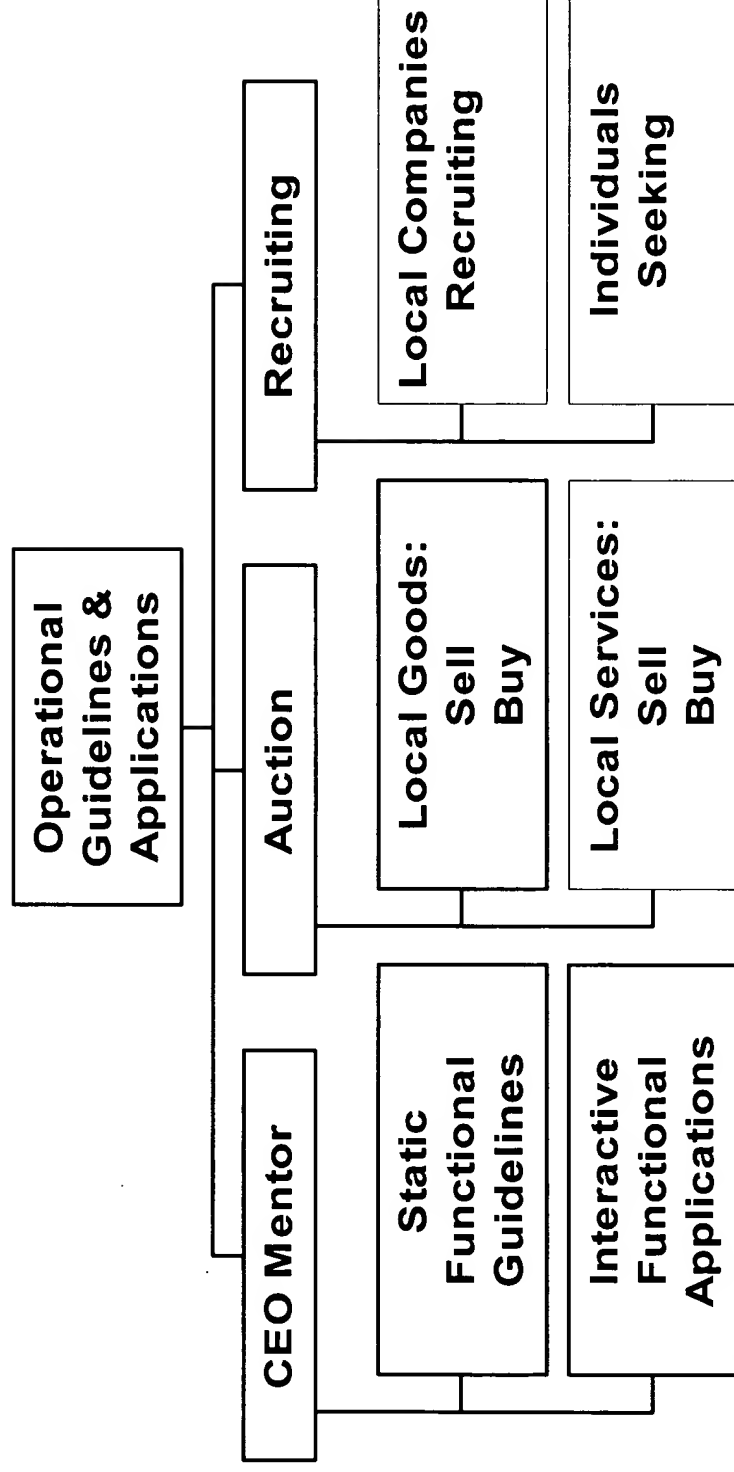
UNIVERSE VENTURE CAPITAL

# Entrepreneurs:

## Operational Guidelines & Applications

(local community example)

AZVentureCapital.com

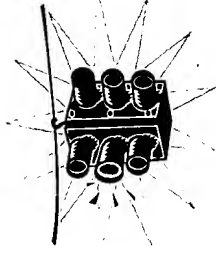


4/12/01

Confidential  
UniverseVentureCapital.com

FIGURE 20.

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100



# CEO MENTOR

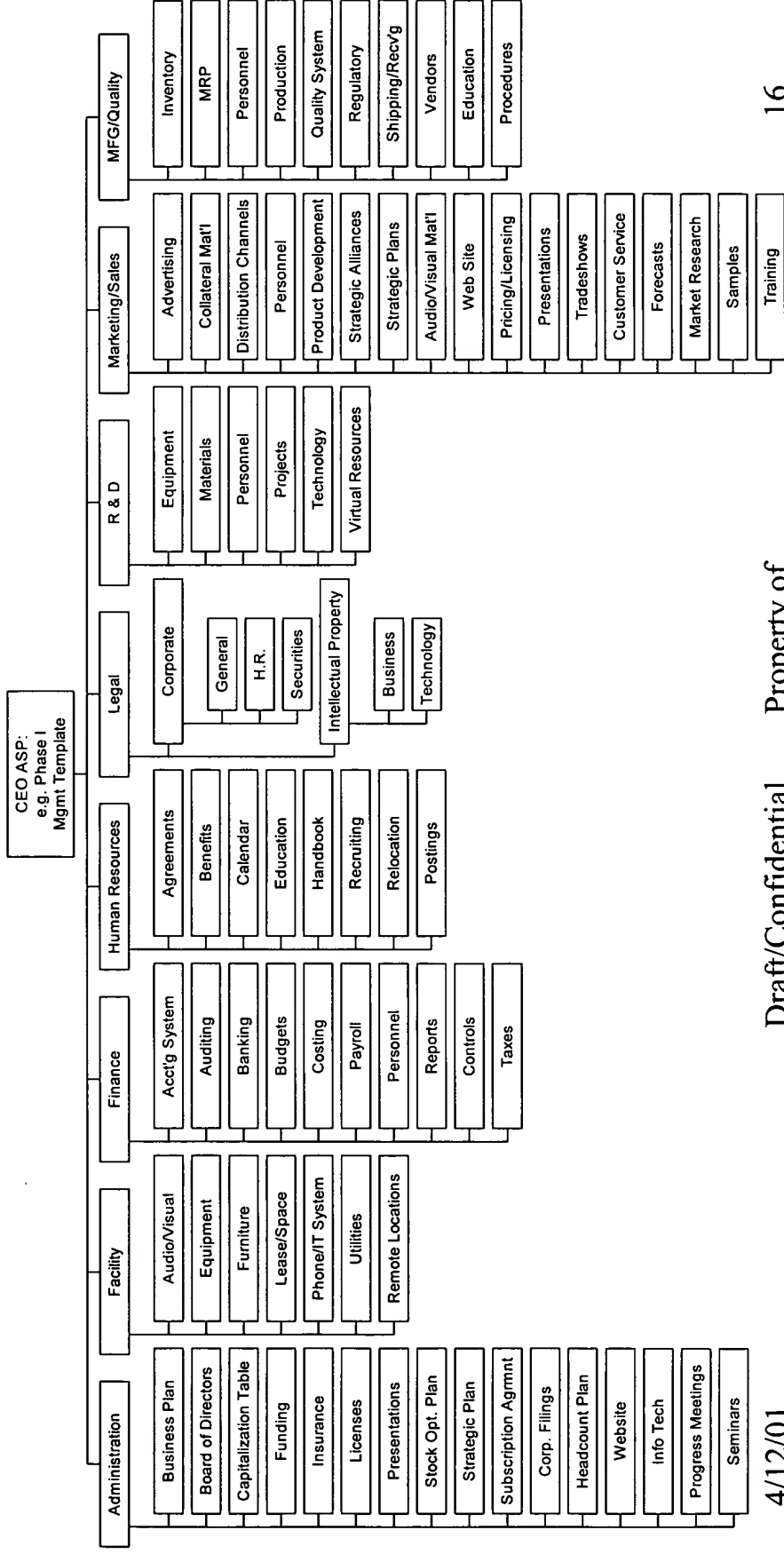
CEO ASP: Staged Company Mapping and Management System

Phase I: Startup

Phase II: Emerging Growth


Phase III: Full Operations

(green= active, yellow= potential active, red= in-active)



4/12/01

Draft/Confidential      Property of  
UniverseVentureCapital.com



VentureCapital.com

Home

About Us

Crown Jewels  
VC \$ Funding

Accelerator/  
CEO Mentor

Community  
B-B Exch

Community  
Resources

Local VC  
Conference

Incubator/  
Startups

What's Up?

UVC.com  
& Ch

**About Us**

Mission

Company

Information

Problem

Solution

Community

Mgmt/Advisors

Process

Access

Table


Flow Chart

Products

Services

Sponsorships/Ads

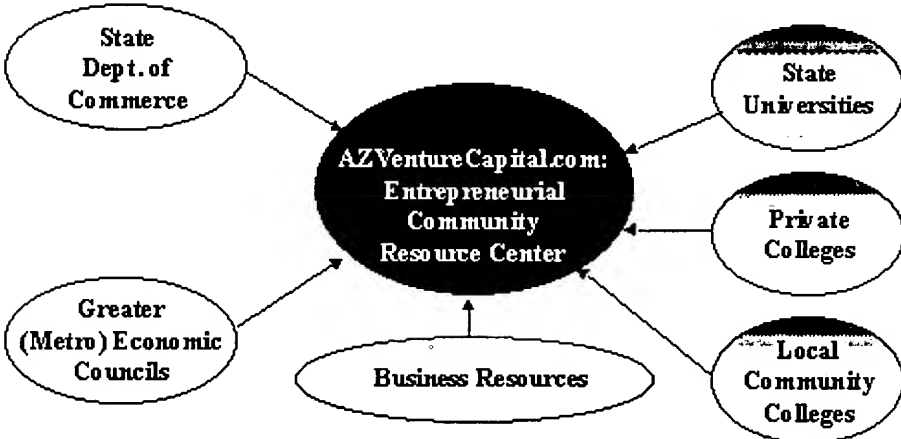
**Information**


"Invest In Your Future"  
SWEEPSTAKES

**Community Resources:** Entrepreneurs create alliances with business resources, local State/economic development groups and teaching institutions...

**Goals:**

- Enhance the Arizona entrepreneurial community's access to financial and intellectual capital
- Support community leadership in growing Arizona's "New Economy"
- Promote economic development of entrepreneurial companies.



```

graph TD
    SD[State Dept. of Commerce] --> AZ[AZ Venture Capital.com: Entrepreneurial Community Resource Center]
    SU[State Universities] --> AZ
    PC[Private Colleges] --> AZ
    LCC[Local Community Colleges] --> AZ
    BR[Business Resources] --> AZ
    GEC[Greater (Metro) Economic Councils] --> AZ
          
```

Search

Back

Next

## Business; Resource List

- **Resource List:**

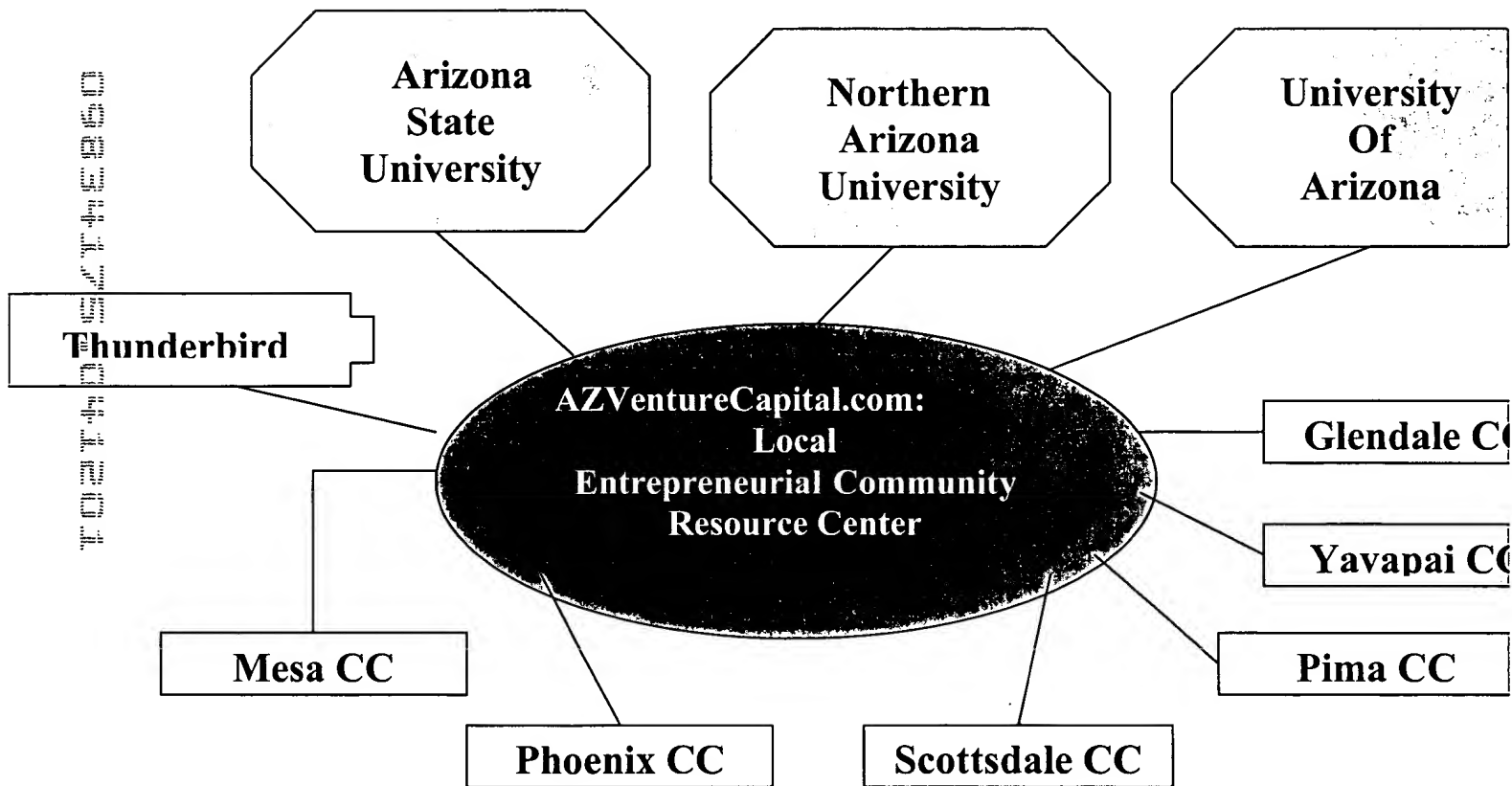
List   Accounting   Banking   Financial   Insurance   IT  
 Legal   Marketing   Real Estate   Recruiting   Telcom

### Accounting Resources:


<u>Name</u>	<u>Type/Specialty</u>	<u>Stage(s)</u>	<u>Division</u>	<u>Location</u>
Ernst & Young (LOGO) (hyperlink)	Full-service	I., II.	Entrepreneur	Statewide
	<u>Business Description (e.g. elevator pitch)</u>			
	E & Y is a full-service Big 6 accounting firm which offers a unique product suite focused solely on the Entrepreneurial Companies...			

Remaining Acct'g firm postings...

## Universities/Colleges (Examples)







Home

About Us

Crown Jewels  
VC \$ Funding

Accelerator/  
CEO Mentor

Community  
B-B Exchange

Community  
Resources

Local VC  
Conference

Incubator/  
Startups

What's Up?

UVC.org  
& Ch...

## Community Resources

### Information

#### Business

Info  
Founding Sponsors  
Resource List



#### Civic/State

Info  
AZ State -  
Dept. of Commerce  
GFEC- Flagstaff  
GFEC- Phoenix  
GTEC- Tucson  
GYEC- Yuma

#### Colleges/ Universities

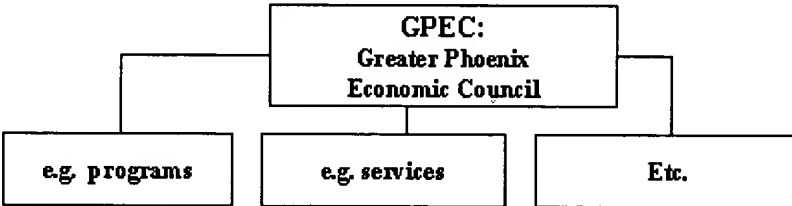
Info  
ASU  
NAU  
U of A  
Community Colleges  
Thunderbird Int'l  
University

## Civic/State: GPEC- Phoenix

Info
Business Environment
News
Organization Programs Chart

This section provides another exposure vehicle for the Greater Phoenix Economic Council to identify its offerings and programs which benefit the Entrepreneurial Community. It provides a roadmap of insight for the entrepreneur, both in-state and out-of-state, highlighting GFEC'S beneficial business tools, programs and people. This section augments the Department of Commerce's offerings and it would allow the entrepreneur to capture additional opportunities, but, on a more local basis...





```

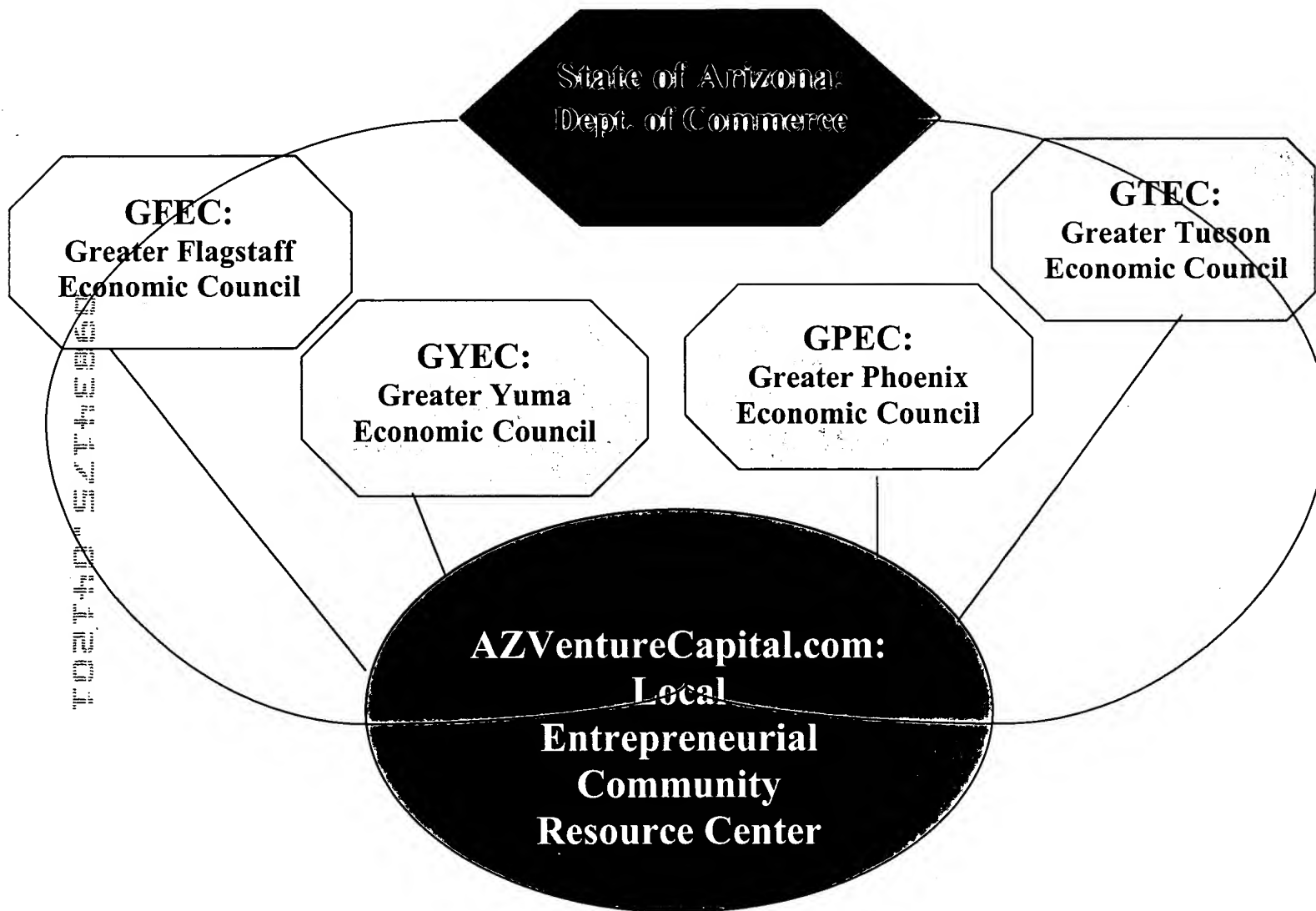
graph TD
    GPEC[GPEC: Greater Phoenix Economic Council] --> Programs[e.g. programs]
    GPEC --> Services[e.g. services]
    GPEC --> Etc[Etc.]

```

Search

Back Next  



## Economic Development(example)



## **Academic Resource Center:**

A text description for each category:

**Description/Insight**  
**Core Competencies**  
**Entrepreneurial Education**  
**On-line Education**  
**Research**  
**Grants**  
**Faculty Consulting**  
**Student Internships**  
**Technology Transfer**

## **Economic Development Resource Center:**

A text description for each category:

**Description/Insight**  
**Core Competencies**  
**Services**  
**Knowledge/Education**  
**Research**  
**Grants**  
**Apprenticeships**  
**Job Training**  
**Seminars**

## **Trade Organization Resource Center:**

A text description for each category:

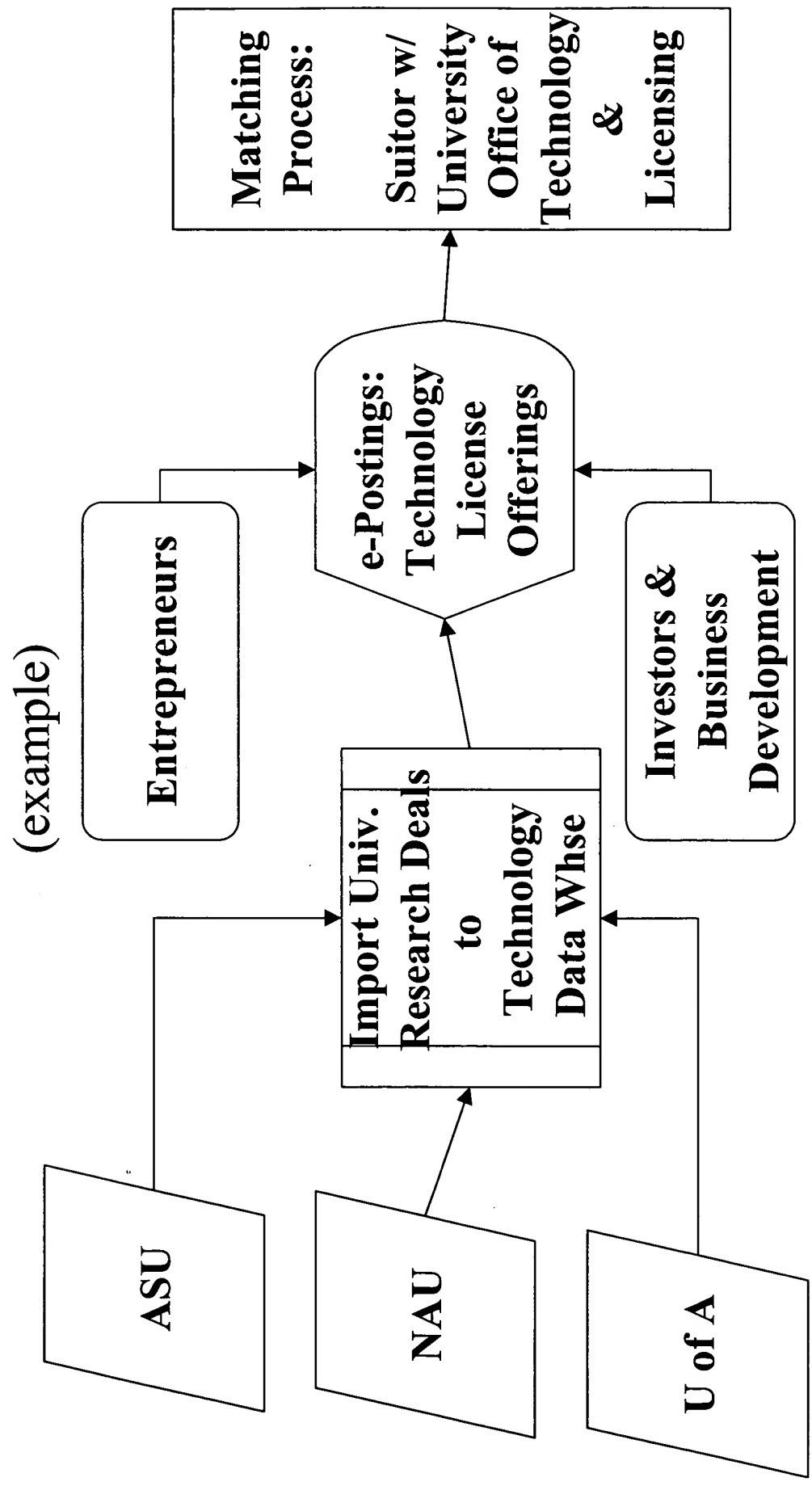
**Description/Value**  
**Core Competencies**  
**Services**  
**Knowledge/Education**  
**Research**  
**Grants**  
**Job Training**  
**Seminars**

Figure 27.

Technology Transfer: License Opportunity Process

# Technology Transfer:

## License Opportunity Process



**University:**

## Student/Faculty Work Programs

Industry	Technology Type	Description	Research Dept.	Access
----------	-----------------	-------------	----------------	--------

# Chandos



Home  
Community  
Resources

About Us  
Local VC  
Conference

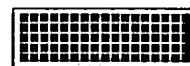
Crown Jewels  
VC \$ Funding  
Incubator/  
Startups

Accelerator/  
CEO Mentor  
What's Up?

Community  
B-B Exchange  
UVC.com  
& Ch...

Community  
Resources

Colleges/Universities: ASU



Instant Stock Alerts

### Information

#### Business

Info  
Founding Sponsors  
Resource List

#### Civic/State

Info  
AZ State -  
Dept. of Commerce  
GFEC- Flagstaff  
GPEC- Phoenix  
GTEC- Tucson  
GYEC- Yuma

#### Colleges/ Universities

Info  
ASU  
NAU  
U of A  
Community Colleges  
Thunderbird Int'l  
University

### • Arizona State University:

Curriculum   Office Technology   Technology   Student/*FACULTY*  
Focus   Licensing   Programs   Work Programs

Industry   Technology Type   Description   Research Dept.   Access

Search

Back Next





# Entrepreneurs to Financial Capital:

## Web-based Posting

- Venture Capital Posting Board: (postings)

By Industry    By \$ Size    All

### STRATEGY TYPE:

Funding    Distribution    Manufacturing    R & D    Merger/Acquisition

### FUNDING LEVEL:

A. \$50,000-\$1M    B. \$1M-\$10M    C. \$10M-\$50M    D. Other

### INDUSTRY TYPE:

Agriculture/Mining    Construction    Distribution    E-Commerce    Finance  
Hotels/Motels    Manufacturing    Real Estate    Retail    Technology    Telcom    Transportation  
Services    Utility    All

### DUE DILIGENCE TOOLS (on-demand): Non-Disclosure Agreement Requirement by Company: Yes No

Executive Summary    Business Plan    Slide Road Show

SWOT Analysis    24/7 Video™    Report Card

(to access; highlight company and click on desired info)

**STRATEGY:** Funding/Distribution    **FUNDING:** B. \$1M-\$10M    **INDUSTRY:** Manufacturing  
**COMPANY**    **STAGE**    **STRATEGY \$** **SEEKING**    **DESCRIPTION**    **FEATURING**    **LOCATION**  
Micritos    II. Pilot Launch    Funding    \$ 4,000,000    Tissue Diagnostics    IP    Flagstaff, AZ  
StarChip    III. Full Launch    Funding/Distrib. \$ 9,500,000    Semi-Conductor Mfg    Mfg' Plant    Gilbert, AZ

4/12/01

Confidential

UniverseVentureCapital.com





Home  
Community  
Resources

About Us  
Local VC  
Conference

Crown Jewels  
VC \$ Funding  
Incubator/  
Startups

Accelerator/  
CEO Mentor  
What's Up?

Community  
B-B Exchange  
UVC.com  
& Chat

Crown  
Jewels VC \$  
Funding

Information

Entrepreneurs

Application  
Process  
Executive Summary

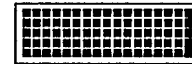
Investors

Crown Jewels

Due Diligence

UVC.com  
Services

## Investors



Instant Stock Alerts

AZVentureCapital.com offers the accredited investors the opportunity to review pre-qualified entrepreneurial companies seeking funding via the Crown Jewels posting board. The Crown Jewels companies are divided and categorized into two distinct sections, by industry and by \$size, in order to provide the investor with a simple approach to identifying companies which align closer to their respective investment portfolios.

AZVentureCapital.com's two major objectives are to post pre-screened, highly qualified entrepreneurial companies seeking funding and streamline the investors due diligence process. The submitting entrepreneurial companies are subjected to a rigorous review process, having to pass through both advisory screening and posting panels consisting of leaders from the business community. Secondly, AZVentureCapital.com web-based approach also reduces the logistical barriers by providing a host of templated business tools(executive summary, business plan, road show, swot, 24/7 video) which produce consistency and increase efficiencies in the due diligence process....

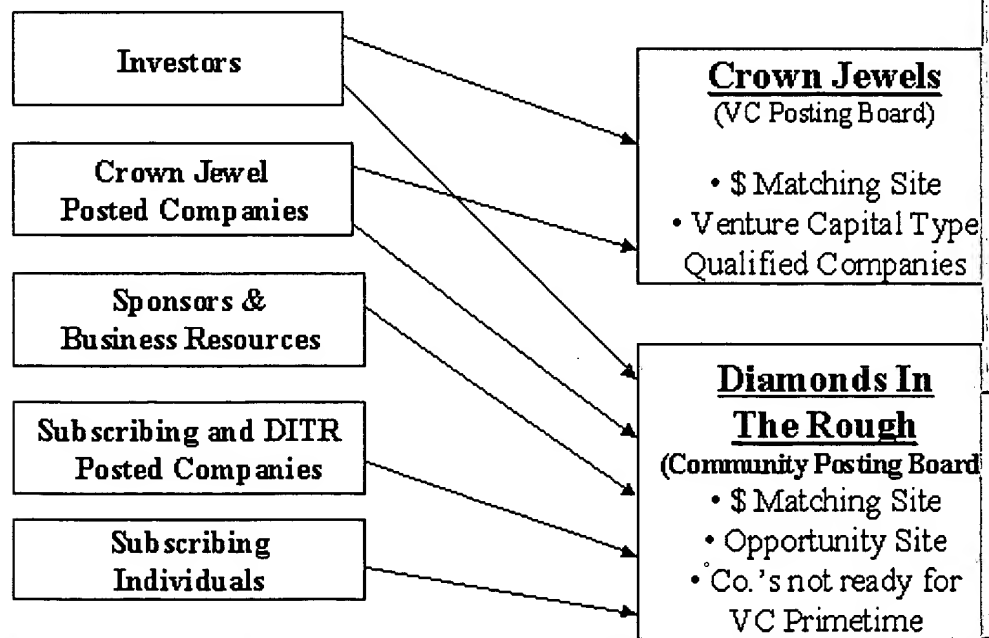


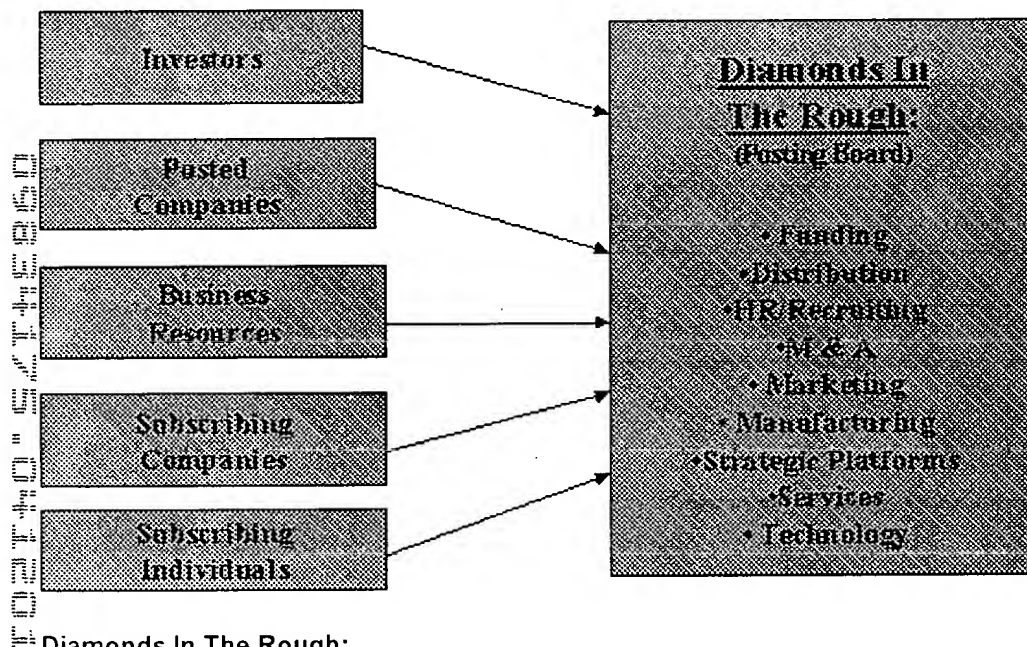
FIGURE 32A.

## Exchange



Instant Stock Alerts

AZVentureCapital.com extends beyond its Crown Jewel \$ matching product to those companies which are not ready for venture capital primetime funding opportunities, and known as the "Diamond In The Rough" posting board. These companies that don't qualify currently for venture capital are given access to promote their offering to a wider range of business development opportunities in the entrepreneurial community. Meanwhile, the Diamond In The Rough companies can be building the proper structure via the virtual resources offered by AZVentureCapital.com to define, sophisticate and implement strategies designed to accelerate and elevate them to the Crown Jewel level... The entrepreneurial community will have access to vast array of business resources consolidated into this business to business section, Diamonds In The Rough posting board, of AZVentureCapital.com. Diamonds In The Rough subscribers will include accredited investors(angels,vc's, intitutional co.'s), Crown Jewel co.'s, business resources, outside companies, and a variety of individuals, all of which may offer unique and creative opportunities....



Diamonds In The Rough:

Company Directory List Company Postings  
Entrepreneurial Business Community Board

### Company Postings

#### Diamonds In The Rough

Funding: \$50,000-\$1M \$1M-\$10M \$10M-\$50M

Distribution E-Commerce HR/Recruit M &amp; A

Marketing Manufacturing

Strategic Platforms Services Technology

(category sub-headings)

☐ Exec Sum ☐ B-Plan ☐ SWOT Analysis ☐ Road Show ☐ 24/7 Video™

Company Stage Seeking Description D.I.T.R.

Location

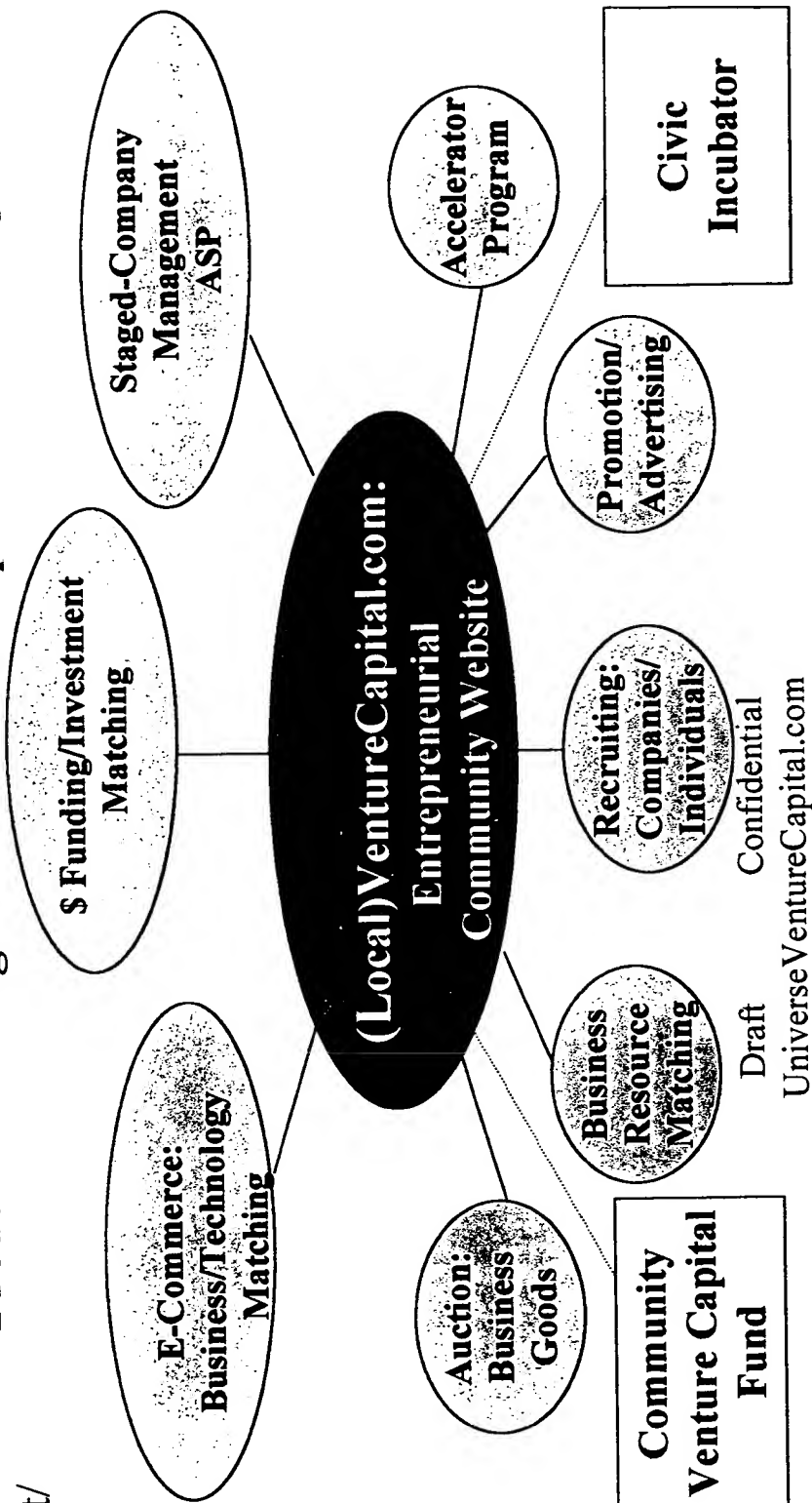
## ABOUT US



- Company
- Community
- Management/Advisors
- Mission
- Process
- Products
- Services

### • Company: info goals

#### Product Offering- "Critical Entrepreneurial Components"

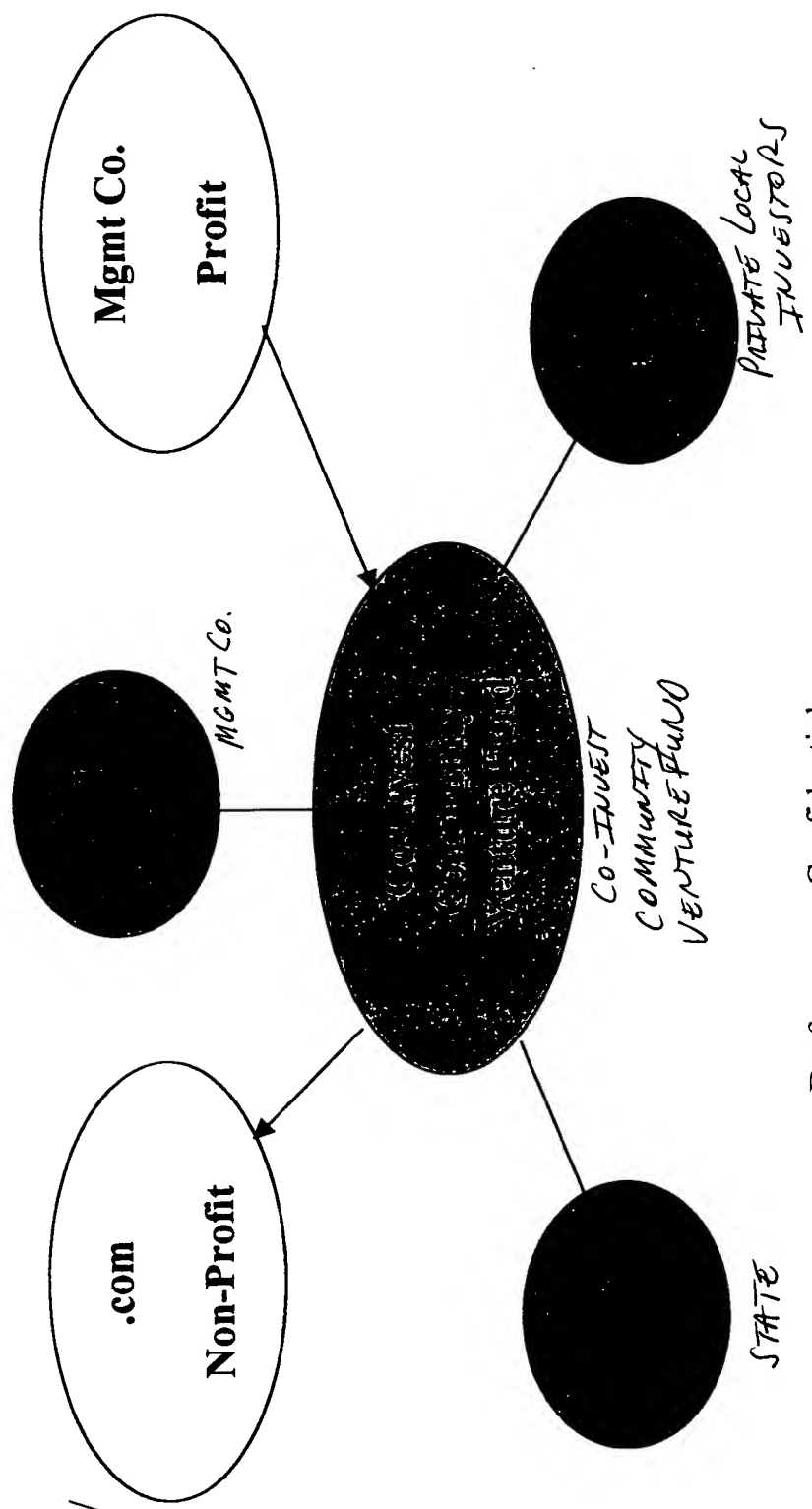


# ABOUT US



## • Company: info goals

- Company
- Community
- Management/Advisors
- Mission
- Process
- Products
- Services



3/29/00

Draft Confidential  
UniverseVentureCapital.com